

The background image shows an industrial water and wastewater treatment facility. It features large, dark-colored pipes and machinery. In the foreground, there are several large, cylindrical tanks or components of a pump system. The scene is dimly lit, with some light coming from the right side, possibly from a window or an artificial light source. A semi-transparent blue and green gradient overlay covers the middle section of the image, where the text is located.

INTRODUCTION TO GUARANTEED SAVINGS PROJECTS FOR WATER AND WASTEWATER

Guaranteed Savings Projects – How They Work

- ▶ ESCO provides design engineering, financing, turn-key installation, savings verification, and maintenance (optional).
- ▶ Firm fixed price, no change orders
- ▶ Owner has control over scope, vendor selection
- ▶ No new funding required and often uses monies already being spent
- ▶ Financial benefits are guaranteed by ESCO
- ▶ Best value selection



Improvements today that are guaranteed to be funded by resulting savings
Enabled by Tennessee legislation
Focused on total lifecycle cost of ownership

LEGEND



Short payback. Helps to fund long payback items.









Medium payback. Cash flow neutral.



Long payback. Takes savings from short payback items or additional capital funds to make it pay.

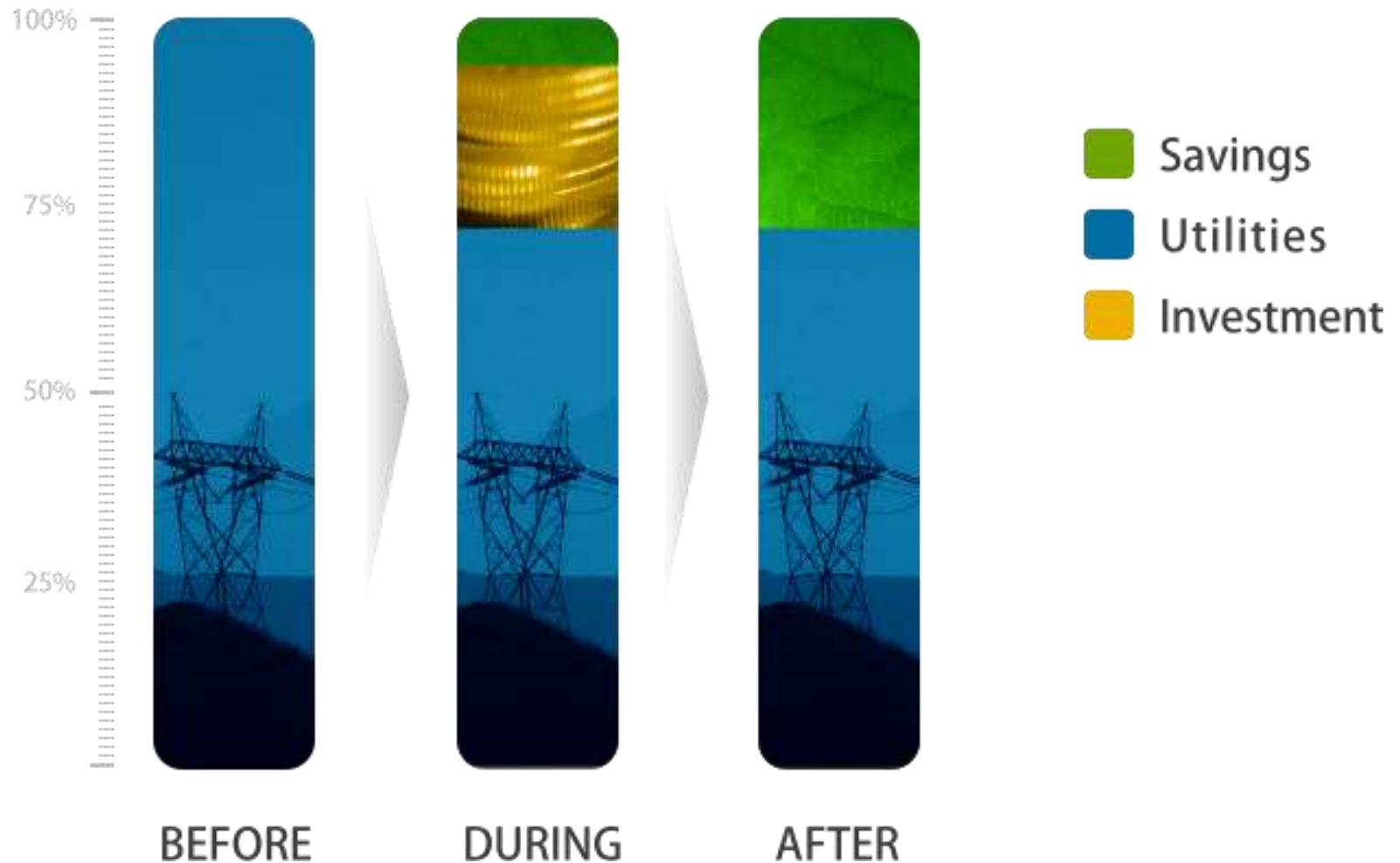
POTENTIAL FACILITY IMPROVEMENT MEASURES

	Lighting Improvements & Lighting Controls
	Water Fixture Upgrades
	HVAC and Building Controls Upgrades
	Building Envelope Improvements (Windows, Roofs)
	Renewable Energy (solar, geothermal, etc.)
	VFDs, DO Sensors, Blower replacement, Mixer upgrades, etc.

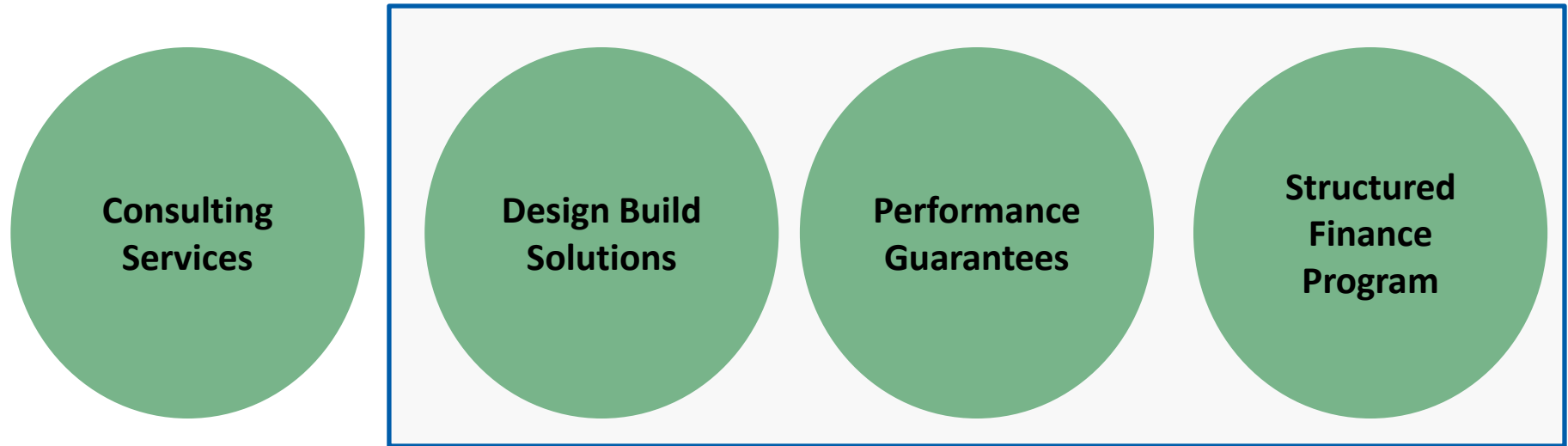
CURRENT PROJECT EXAMPLES

- ▶ City of Atlanta - RM Clayton WWTP
 - Largest plant in Southeast
 - Drying facility for Class A Biosolid
- ▶ City in Middle Tennessee
 - 5 MGD treatment plant
 - Sludge disposal problem upcoming
 - Waste to energy or Class B biosolid?
- ▶ City in East Tennessee
 - 3 WWTPs totaling 22+MGD
 - Sludge disposal problem upcoming
 - Waste to energy gasifier consulting and implementation

POTENTIAL PROJECT CASH FLOW



HOW CAN AN ESCO HELP



Program Objectives

Project Funding

Breadth of Solutions

Ownership of Implementation Risks

Accountability for Project Success